

SPECIAL ADVERTISING SECTION

CORPORATE *portfolio*

Keane Care

 »BY JIM INGALLS, DIRECTOR OF SALES

What sets you apart from your competitors?

Our software is simple to use but provides a depth of features and functions that work in the background to leverage the data entered. Too often, a simple system is a shallow system. We actively solicit ideas from our clients for ways we can address preferences and add user-friendly features.

Our unique snapshots become our clients' best friends, with their summaries of residents' clinical, census and financial status available anytime, anywhere. The clinical snapshot is an index to the EMR with one-click access to source data, such as the full text of a progress note. Billers value instant access to a resident's financial profile, payor balances, and much more. The ADT snapshot is an online facesheet, packed with up-to-date information.

Your business intelligence solution is ready out-of-the box with Keane Care. It gives you a dashboard and many choices of key indicators, both clinical and financial. Change the picture by adjusting report parameters and drilling down to details. Set up alerts to notify you of exceptions and situations that need your attention.

How does your product/service help facilities cut costs?

Keane NetSolutions cuts costs for facilities through error-free claims, paperless medication passes, improved cash flow, and automated alerts. For example, our eMAR alone can save hours by replacing paper notebooks and month-end turnover. Faxing is drastically reduced with ePrescribing.

Our dashboard software, with its reporting and drill-down capabilities eliminates searching through reports for trends and exceptions. Data finds you when it needs attention.

Clients note increased efficiency in closing the month, collections, billing multiple payers, and insurance verification when using our powerful AR-billing software.



How can facility owners and administrators make smart purchasing decisions? I've outlined below the major areas of consideration when making software decisions.

Software: Is it a smart system? Does the system do more than just eliminate paper? Does it do more than assessments and claims? Does it do more than gather your input and store it? A smart system will not only store the info, it will scan it and send it out in the form of alerts and reminders. A smart system will warn you of potential problems before they turn into rejected claims, lower RUG scores, or even a possible deficiency or law suit.

Standards: Is the company likely to be CCHIT certified for Electronic Health Records? Will they be able to offer an ePrescribing application that uses the standards set for pharmacies? Will your system be ready to support you in taking advantage of potential state and federal incentives to adopt EMR? Will it be ready for the 5010 claims format and ICD-10?

Support: Will assistance be there when you need it? Keane Care understands the business needs of LTC providers and has been providing top-notch client support for 40+ years. Good training is an investment in your staff so they can get maximum value from the tools you buy.

Scalability: Can the system grow with you? Keane NetSolutions has complete Microsoft

.NET architecture. It is the answer for organizations of all sizes, from independent sites that install it on a single server to the largest organizations that employ distributed architecture with many specifically allocated servers. We offer hosting choices: self-hosting or Keane Hosting that includes Tier III Data Centers and complete management of all associated hardware and software.

How are you helping facilities master MDS 3.0?

We believe open and timely communication is the best way to help facilities master the MDS 3.0. Our one-on-one phone support is always important and we're taking advantage of newer technologies. We can publish important points instantly with our MDS 3.0 blog. E-mail blasts ensure important news reaches our clients quickly.

Our clients' have e-mail discussions through the Keane Care listserv, a free and easy way to use email to ask questions and receive answers on MDS 3.0.

When our MDS 3.0 software was released in August 2010 it was with training and demonstrations available through eLearning and printable downloads. Client conferences offer education and networking with peers from across the country.

How can your company help clients manage the current economy?

There is an old adage that price is not the same as cost. The price of something is simply what the price tag says, whereas the cost of something can be much more than the price or much less. The difference depends on the benefits. If a system can produce a Return on Investment (ROI) then the cost of not spending money is much greater than the cost of spending. The right system will help you increase profitability, productivity, and performance.

Moving from hosting your own system to Keane's Hosting Service can help facilities manage dollars by saving time for your IT staff and replacing large up-front capital expenditures on updating servers with an affordable monthly operating expense. ■

For more information, call 800-426-2675, or visit www.keanecare.com.